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Montgomery to TTW

JUSTIN Montgomery was today announced as the new joint md of Travel The World, working alongside Andrew Millmore.

Montgomery was most recently Virgin Australia general manager of sales (**TD** 09 Oct) and before that headed up Creative Holidays.

Millmore said the move meant that TTW was "well equipped to deliver on our ambitious plans for the future".

More appointments on **page 5**.

Kick a goal with TD

THERE are some great prizes up for grabs once again in this year's travel industry footy tipping competitions run by **Travel Daily**.

Registration is free for people within the industry - for details, see the **last page** of today's issue.

Seven pages of news

Travel Daily today has seven pages of news including a page of photos from **Austrian Tourism** plus full pages: (**click**)

- TMS Asia Pacific jobs
- AA Appointments jobs
- Travel Trade Recruitment
- **Travel Daily** footy tipping

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QF reports 164% profit rise

QANTAS ceo Alan Joyce says QF has "now passed a turning point," after reporting a \$111m after tax profit for the six months to 31 Dec (**TD** breaking news).

Joyce said the result included \$125m in compensation from Boeing in relation to delivery delays for the 787 aircraft, while there was \$136m in one-off costs relating to business restructuring, redundancies and write-downs.

Qantas International recorded a 65% improvement to report an underlying EBIT loss of \$91m - up \$171m on the first half of 2012.

"A lot has been achieved and there is more to come," he said,

Scenic plans 6 ships

SCENIC Tours is continuing to invest in the thriving cruise market, with plans afoot for six new ships between now & 2015.

Announced by Scenic md Glen Moroney, three new river cruising vessels will enter the Australian company's stable in 2014, including the flag-ship *Scenic Gem* and two vessels for the brand new Riva Waterways division - to be chartered by sister- firm, Evergreen Tours (**TD** Mon).

Moroney also revealed three other new ships were on the drawing board for the next year.

Speaking to guests at a special event on Sat, Moroney said: "If you think you've seen a lot in the past 4 or 5 years [from Scenic] in particular, I can assure you what comes in the next two or three years will really blow your mind."

The Scenic founder said the "massive capital investment" for the future was something the market was already seeking.

with the carrier awaiting the final ACCC ruling on the EK alliance.

Qantas Domestic saw pressures on yields due to elevated levels of capacity growth from other airlines, with a \$120m drop in profit to \$218m during the period, but Joyce said the carrier "maintained its leading 84% share of the corporate market."

"We are hitting records in on-time performance, check-in results, baggage delivery satisfaction and overall customer satisfaction," he said.

The Loyalty division, which yesterday announced the new Mastercard-linked Qantas Frequent Flyer card, produced a record result of \$137m, while Jetstar's revenues rose 12% to \$1.75 billion and its profit dropped \$19 million due to its investments in Jetstar Japan and Jetstar Hong Kong.

Joyce also flagged an upgrade to the QF A330 fleet - details on **p2**.

Joyce backs Badgerys

QANTAS renewed its call for a second Sydney airport this morning, with ceo Alan Joyce saying this was a "national interest item and something we are extremely supportive of".

He said that Badgerys Creek - which has been unequivocally ruled out by Federal Transport Minister Anthony Albanese - was the right location and could bring major benefits to Western Sydney.

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EK eye transatlantic

EMIRATES is planning to resume transatlantic services from 01 Oct, with it emerging that the carrier requested regulatory approval to operate B777-300ER aircraft between Milan and New York JFK.

Previously, EK had operated a Dubai-Hamburg-New York service.

According to a slot request made with IATA & subject to regulatory approval, the DXB-JFK return service via MXP (Malpensa) will have the EK205/EK206 flight code.



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Qantas to revamp A330s

QANTAS will finally phase out its wide-bodied Boeing 767 fleet by mid-2015, with the carrier this morning announcing an upgrade of its entire fleet of A330 aircraft.

The changes will include the switching of existing Jetstar A330s back into the Qantas fleet as JQ receives its long-awaited 787s.

From late 2014 the interior of ten A330-300s and 20 A330-200s will be fitted with a "new flat seat" in business class as well as a refreshed economy cabin and a new inflight entertainment system.

The A330-300s will be operated by Qantas International on its network between Australia and Asia, while the A330-200s will fly between Perth and the east coast of Australia, enabling the final

QF/EK bookings soar

QANTAS is already seeing very strong support for its proposed alliance with Emirates, according to QF ceo Alan Joyce.

This morning he confirmed that in the three weeks since draft ACCC approval was received, QF had seen exceptional bookings for a range of routes.

"To give you a sense of the appeal of the Qantas-Emirates partnership, in our second week of selling we took more than five times the bookings achieved with previous partner British Airways in the equivalent week last year.

"Customers are clearly excited about our one-stop offer to Europe...we sold four times the number of seats to Barcelona than the same week last year; 13 times more to Munich, 14 times to Copenhagen and 17 times to Milan," Joyce said.

retirement of the group's 767s.

"The refurbished aircraft will give Qantas International a truly world class product in global aviation's most dynamic and competitive market," Qantas ceo Alan Joyce said.

"Growing with Asia is a major priority for the Qantas Group and this investment underpins our commitment to the region".

Joyce also announced the purchase of five additional 737-800s for Qantas Domestic, for delivery during 2014, which will see older 737-400s phased out by the end of this year.

Interestingly, Qantas won't use its Marc Newson-designed Skybed product in the A330 revamp, opting instead for an all-new seat product.

"They're very exciting, there's plenty of legroom and we're very confident that they will get an amazing reaction," Joyce said.

MEANWHILE, Joyce also said that Boeing is confident that the planned Aug arrival of the group's first 787 is "still on track", with QF now having just 14 firm orders and 50 purchase rights for the aircraft.

Accor profits

ACCOR saw operating profits in 2012 increase 4.1% year-on-year, with a net profit of €80 million, (AU\$103.7 million) before the group's disposal of US hotel chain Motel 6 (TD 04 Oct).

QF New Cali jet rejig

QANTAS has lodged a request with the IASC seeking 150 seats per week on the New Caledonia route, allowing it to substitute B767-300 and B737-800 aircraft currently deployed.

The revised allocation is for a period of five years, to be fully utilised by 31 Mar next year.

The request seeks capacity to jointly market the service with Aircalin, and may be utilised by QF or another Aussie carrier, which may open the door for Jetstar to take over the route with A320s.

TT loads creeping up

TIGER Airways Australia's load factors rose three points to 87% during Jan as the no-frills carrier's capacity increased at a lower 68% compared to the year prior.

Passenger numbers rose 108% from 135,000 to 281,000.

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eCruising heads ashore

SYDNEY-based cruise specialist travel agency eCruising yesterday launched a new division which sees it representing African ground operator Maniago Safaris.

The move is a departure from eCruising's traditional market, with ceo Brett Dudley (pictured centre) telling **TD** he believes the time is now right for the company to expand into new areas.

Maniago offers an extensive range of land content in eastern and southern Africa, with product appealing to the MICE market as well as wholesalers and special interest groups.

Bespoke options are available, meaning agents can offer their clients deluxe tailor-made holidays and unique experiences.

Maniago executive director, Peter Karanja (left), flew in from Kenya for the launch, and said that the range of product included high end lodges.

"The market is yearning for these properties," he said, with Maniago able to offer quality service thru its fleet of fully owned vehicles.

The new representation division for eCruising is headed up by Brad Ellis (above right), who will work to promote Maniago and sister brand African Incentive Designers in Australia.

The expansion will build on the existing eCruising businesses, including the CruiseAgents wholesale operation, which Dudley said now offers 33 cruise lines, 21 airlines and hundreds of directly contracted hotels.

eCruising also provides the cruise content for Travelocity and Zuij websites in the Asia-Pacific.

The entrepreneurial Dudley told **TD** that he expects to announce further expansion later in the year, with the company always on the lookout for opportunities.

AirAsia kk India JV

AIRASIA and two partners have applied for an application to launch a joint venture in India, confirming plans - originally quashed by Air Asia founder and ceo Tony Fernandes - to start-up an India-based low cost model (**TD** 27 Nov).

On signing a Memorandum of Understanding with Tata Sons Ltd and Telestra Tradeplace Pvt Ltd, Fernandes said the environment in the Indian market was now "perfect" for the no-frills carrier.

AirAsia will hold a 49% stake in the Indian start-up.

AKL profit on the up

AUCKLAND Airport has reported a "solid" post tax profit of \$NZ77m for the six-months to 31 Dec 2012 - up 7.5% on the corresponding period 12 months earlier.

Chief exec Adrian Littlewood said the result was slightly ahead of expectations, particularly on domestic passenger volumes.

Total int'l passenger movements were down 0.2% to 3.6 million, with the figure offset by the busy Rugby World Cup peak periods in late 2011, while domestic figures grew 7.2% to 3.4 million.

Transit passengers fell due to the exit of Qantas on the LA route and Aerolineas Argentinas on the Buenos Aires route.

China overtook the United States as Auckland Airport's third largest source market, growing 27% during the six-months to Dec, headed by Australia and the UK.

Inbound arrivals from India surged 17% over the 12 months, with Littlewood flagging the region as a "massive market opportunity" for the country over coming decades.

Japan and India also showed signs of growth at Auckland Apt.

Flinders tourism push

FLINDERS Island has launched a \$32,000 cooperative marketing campaign targeting Victorians to visit the island between Apr-Jul.

The promotion is a joint effort between Tourism Tasmania, Sharp Airlines, the Flinders Island Tourism Association and the Flinders Island Council.

Tasmania's Minister for Tourism Scott Bacon emphasised that like any island holiday destination, "the success of its carriers is vital to the success of tourism."



Window Seat

THE enterprising Tonia Kisliakov from Sydney travel agency Russian Gateway Tours has quickly launched a new 3-day "Meteorite Hunting Tour," taking travellers to the Ural region of Russia which saw fireballs, a huge shock wave and more than 1000 people injured last Fri when a meteor spectacularly exploded in the sky.

The three-day trip offers year-round departures staying at the Hotel Yuzhny Ural and includes accommodation, some meals and the service of an English speaking guide who hopefully knows where some of the space rocks landed - 02 9745 3333.

AND while we're on the subject of Russia, the remote region of Siberia has launched a cheeky promotion to attract skiers from Moscow.

The campaign focuses on the fabulous snow in the region, where temperatures in winter regularly dive below -30C - and despite the cold, a promotional video features snowboarding models wearing bikinis (**below**).

Previously well known for its gulag prisons during the days of the USSR, Siberian authorities now have big plans for tourism, including a Yeti theme park.

"Now, if the girls can tempt out some skiing Yetis then we really will be in business," one local official said.



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Aussies upbeat for Christchurch

AUSTRALIANS are leading the way in terms of overseas markets that share a positive outlook for a revival of earthquake damaged New Zealand South Island city Christchurch, the city's peak authority has revealed.

The favourable perception comes two years on from a quake that destroyed a large number of the city's tourism infrastructure, hotels and event venues.

"It's been a tough road but all the signs now point towards a bright future for our city and for our industry," Christchurch & Canterbury Tourism chief exec. Tim Hunter said yesterday.

Hunter said international visitor numbers were up 20% year-on-year in summer, with Aussies the top source, and up 2.3% in the four months to Dec 2012.

The visitation increase comes at the same time airline capacity plummeted by 25%.

Aussies' perceptions of the

Garden City gained 8%, however the view wasn't shared by all CHC's markets, which was down overall but 1% on the year earlier.

Demolition work is continuing to close off parts of the city's CBD ahead of the partial reopening of Cathedral Square in Aug.

Hunter said more than 4,300 accom rooms are now available in the city, with a further 600 due to be added by the end of this year.

In coming months, the Heritage Christchurch hotel will re-open, along with the Port Hills gondola and the Cardboard Cathedral.

TM post Jan increase

STRONG forward bookings to the UK and Europe have helped TravelManagers report a 15.3% year-on-year Jan sales increase.

"The general consensus is that there are early signs of confidence out there," TMs general manager Michael Gazal commented.

1960s glamour in Sofitel style



SYDNEY'S Sofitel Wentworth raised its elegance stakes another notch last night, unveiling its new lounge, aptly named 'Soiree'.

Mingling amidst gentle lounge music from a stylish band, guests donned a variety of 1960's style outfits for the suave occasion.

The spacious facility takes its inspiration from the original 20th century architecture as well as 60's style - the same decade the

Wentworth hotel launched as Sydney's first five-star property.

On offer within the new bar is a wide range of 60's era cocktails, with a bespoke bar & sleek booths.

Pictured above at the launch gala, from left is Sophie Almin, Atout France; Michael Sarino, Sofitel Sydney Wentworth; Johanna Mayr, Atout France; Ian Alexandre, Sofitel Sydney Wentworth & Gaynor Reid, Accor.



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European inspiration by THC



OVER 100 Sydney travel agents specialising in high-end luxury and corporate travel descended on the Museum of Contemporary Art at Circular Quay last night for an evening with key suppliers, hosted by The Hotel Connection.

The event was the second in a series of three, with Melbourne hosted on Tue this week, and Perth to be visited early next.

Representatives from Radisson Blu London, Virgin Atlantic, Rail Plus and Cheval Residences were

among nine suppliers on show, meeting with agents on how to promote the dream European holiday to clients seeking luxury of the highest order available.

Pictured above from left is Filippo Curinga, Italian Dream Incorporated; Michael Erwin, Victoria Palace Hotel Paris; Sarah Whitty, The Hotel Connection and David Tobin from Dream Escape.

Sesame Street ride

UNIVERSAL Studios Singapore will soon feature a new family themed ride based on the long-running *Sesame Street* TV show.

To be opened on 01 Mar, the 'Sesame Street Spaghetti Space Chase' indoor ride will be the first based on the children's show and will feature 12 characters.

SIN-KUL fast railway

PLANS for a high-speed rail link between Singapore and Kuala Lumpur have been unveiled by the respective Prime Ministers.

Both nations have heralded the plan as being essential to boost business ties between the city state and the Malaysian capital.

Early estimates are for a target completion of the line by 2020, with plans for the rail travel time between the two cities on the line to be slashed from six hours to just 90 minutes.

By road, the 300km journey takes approximately four hours.

EI/B6 US codeshare

US CARRIER JetBlue Airways has signalled plans to expand its new codeshare agreement with Irish carrier Aer Lingus from 01 Apr.

B6 has sought approval from US regulators to place the 'EI' code of Aer Lingus initially on 10 domestic routes from New York JFK and 23 routes from Boston.

AAX debuts Shanghai

AIRASIA X has been welcomed into its newest port of Shanghai after operating its first scheduled service to the city, which will become a daily flight on 01 May.

Industry Appointments

WELCOME to *Industry Appointments*, *Travel Daily's* Thu feature which has the latest job appointments from across the industry. If you have just appointed someone to a new position and would like to update the industry email appointments@traveldaily.com.au.

The **South Australia Tourism Commission** has welcomed **Tabatha Ramsey** as its new Director for International. Ramsey brings extensive hotel experience, having held roles with Intercontinental and Anantara.

Ecruising has appointed **Brad Ellis** to take charge of a new division representing African ground opera Maniago Safaris in the Australian market. Ellis moves from his former role with Travel Indochina and his career has also included time with APT and the Captains Choice tours.

Michael Fletcher has accepted a position as Manager International Offline and Interline Sales at **Virgin Australia**. Since 2008, Fletcher was Country Manager Australia/NZ for American Airlines, based in Sydney.

Gaynor Reid of **Accor** has accepted a promotion to the role of Asia-Pacific Communications Director for the hotel giant. The appointment will see Reid relocate to Singapore to take up her new position.

After a decade with the firm as General Manager in Auckland, **Stamford Hotels** has named **Peter Gee** to take up the position of General Manager at the Stamford Plaza Adelaide. While in Auckland, the redevelopment of the property's ground floor are among Gee's proudest achievements.

Stephen Rodwell has joined **The Hotel School Sydney's** academic team. Rodwell has held General Manager positions at The Barclay Hotel among his 12 years worth of management experience in the hospitality industry.

Captain Cook Cruises in Fiji has appointed **Karl Evans** as its new General Manager. Evans brings a wealth of experience in Tourism & Hospitality representing New Zealand, Samoa and Tonga as well as many years in project management to help develop the Fijian operation further.

Fiona Rice, Fiona Thorington, Claire Winnel and **Patricia Saric** will front the new office of The Travel Authority on the NSW Central Coast. Combined, the ladies have almost 100 years of travel experience. The shop is located at 17 Church Street, Terrigal.

Meredith Staib has joined **Cover-More** in the role of General Manager Assistance Operations for Australia and Asia. One of Staib's primary duties will be coordinating the firm's emergency medical assistance services in the region, as well as New Zealand, Malaysia, China & more.

Daniel Jess has joined the team at travel management company **Pulse Travel** as its new Corporate Business Development Manager.

Bringing many years of experience with many Sydney hotels including Four Seasons and Accor properties, **Beverly Parker** has been named as the new Executive Director of Sales & Marketing for the **Dockside Group**.

Succeeding the soon-to-retire Peter Hartman from the beginning of next year, **Camiel Eurlings** has been appointed to the role of President & CEO of **KLM Royal Dutch Airlines** by the airline's Supervisory Board.

Five-star Nusa Dua resort **Conrad Bali** has appointed **David Laval** as its new Director of Food & Beverage and Culinary Operations.

Based in Singapore, **Arlene Bengen-Tan** has been hired by **Preferred Hotel Group** as its Public Relations Senior Manager for the Asia Pacific market. Bengen-Tan will oversee all global PR for group members.

Bringing 20 years of experience in the hospitality industry, **Oliver Brown** has been named as new General Manager of Mayfair's **Flemings Hotel**.

WIN A 2-NIGHT BREAK AT PALMER COOLUM RESORT

This week, *Travel Daily* is giving one lucky reader the chance to win a 2-night break at **Palmer Coolum Resort** on the Sunshine Coast.

The prize includes 2 nights accom in a Deluxe Junior Suite and flights from any Australian capital city.

The Spa provides guests with indoor and outdoor relaxation areas, 25 metre lap pool, aqua-aerobics pool, outdoor unisex spa, lavish men's and ladies' lounge with steam, sauna, relaxation lounge and outside access to the pools.



For your chance to win this great prize, email your answer to the question below by COB on Friday to: pcrcomp@traveldaily.com.au.

With the largest spa in the Southern Hemisphere, Palmer Coolum Resort offers a wide variety of specialised treatments. Which treatment would you like to try and why? (in 25 words or less)



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Thursday 21st Feb 2013

Austria. Dirndl Temptation @ Taronga Zoo

BELOW: Austrian National Tourist Office Team Astrid Mulholland-Licht & Manuela Mödlhammer at the Dirndl Ambassador Sydney casting call.



ABOVE: The large group of Dirndl Ambassadors turned a lot of curious heads at Taronga Zoo.

BELOW: Dirndl Ambassadors Marcus and Julia on their way up to Taronga Zoo via the Sky Safari.

VISITORS at Taronga Zoo did a double take last Sunday when they spotted a group of cheerful men and women dressed in traditional Austrian Dirndl and Lederhosen among the crowd.

After the Casting Event at the Shangri-La Hotel Sydney earlier this month (**TD** 14 Feb), the first outing of the Austrian Dirndl Ambassadors took them on a ferry ride to Sydney's harbourside zoo to "flirt" with other patrons.

There, the Ambassadors not only invited the visitors to "flirt back" and win a trip to Vienna on Austrian Airlines, but also tried to tempt Koalas with their infectious Austrian charm and charisma.

Did they dare to flirt back? See for yourself!

For more about "Austria. Dirndl Temptation", videos and photos of the lovely Dirndl Ambassadors can be viewed online at: <http://dirndl.austria.info>.



ABOVE: The Dirndl Ambassadors even tried their hand at flirting with koalas, but were told by the zookeeper that koalas don't flirt - they get straight down to business!



LEFT: Austrian boutique beer "Trumer" and Austrian herbal lemonade "Almdudler" was available *en masse* to quench the Dirndl Ambassadors' thirst.



RIGHT: A group of cheerful "Dirndls" on the ferry to Taronga Zoo.



RIGHT: Casting jury members, including Franz Donhauser, Shangri-La Hotel Sydney GM and Astrid Mulholland-Licht, ANTO were tempted by a "bribe Guglhupf" at the casting event at Shangri-La Hotel Sydney.



BELOW: A group of Dirndl Ambassadors admire the life of one of Taronga's koalas.

RIGHT: Austrian Airlines General Manager Marlene Sanau (right) mixes with Dirndl Ambassadors Anita and Karen at the casting event.



LEFT: Giving a creative new meaning to the term "Picking up in Sydney".

RIGHT: Fellow zoo-goers mingle with the Dirndl Ambassadors as the group sets off from Circular Quay for their day at the zoo.



North Qld heads south for week-long promo

Thursday 21st Feb 2013



SOUTHERN cities of Brisbane, Sydney and Melbourne were this week invaded by representatives of the Tropical North Queensland tourism industry.

Hosted in conjunction with Infinity Holidays, the 2013 TNQ Domestic Roadshow, took place from Mon-Wed, with over 300 agents from Flight Centre across the three cities given the chance to meet & learn more about the products on offer in the far north.

"The domestic market is the largest for Tropical North Queensland with 17% growth in the September quarter, so it was no surprise that we had a waiting list of operators wanting to sell our region to this important sector," Tourism Tropical North Queensland DOSM Brian Hennessy said of the roadshows.

Five agents from each city also had the opportunity to win a place on a TNQ mega-famil to experience the destination.

The invading army of hotel and tour operators, **pictured** above,

represented Accor Hotels, Angsana Resort and Spa, Coral Princess Cruises, Down Under Tours, Freestyle Resort Port Douglas, Maximum Exposure incl Gilligan's, Deep Sea Divers Den and AJ Hackett, Mossman Gorge, On The Beach Holiday Apartments, Pacific International Hotel, Paradise Palms Resort, Parker Travel, Peninsula Boutique Hotel, Poseidon, Pro Dive Cairns, Quicksilver, Reef Magic Cruises, Rendezvous Resort, Ros Harries Marketing, Sheraton Mirage, Spirit of Freedom, Thala Beach Lodge, The Mantra Group, Tropical Horizons and Wildlife Tropical North Queensland.

Dinner with chef Nobu

GUESTS aboard Crystal Cruises 12-day Rome-Istanbul Black Sea voyage on 13 Jul will have the opportunity to dine with Master Chef Nobu Matsuhisa himself.

Chef Nobu will host two 'Chef's Choice' (Omakase) dinners in Silk Road for a select crowd on *Crystal Symphony*, along with sake tasting sessions, cooking demonstrations, cookbook signings and more.

Kraftwerk to Vivid

GERMAN electronic musicians Kraftwerk will headline the 18-day Vivid LIVE program at the Sydney Opera House during the Vivid Sydney 2013 festival.

Dubbed the biggest festival of light, music and ideas in the southern hemisphere, Vivid runs from 24 May to 10 Jun.

New BBC touring

VISITORS to the UK will be able to tour the new BBC multimedia broadcasting centre in London that enables them to have a hand at reading the news and weather.

The 1.5hr tour of the BBC Broadcasting House also visits the state-of-the-art newsroom.

Aerocon on Hahn Air

BOLIVIA'S Aerocon (A4) has been added to the list of carriers which can be ticketed through the Hahn Air e-ticketing platform on 'HR-169' stock, effective immediately.

Aerocon operates domestically from the city of Trinidad to nine hubs within the country.

Lowcostbeds on GDS

TRAVELPORT Rooms & More has inked a deal for the accommodation portal lowcostbeds.us, becoming the 19th supplier to join the division since its 2011 debut.

UPDATE

Supplier Updates

WELCOME to *Supplier Updates*, *Travel Daily's* new regular feature.

Agents can now access the latest special deals and promotions being offered by suppliers, simply by **CLICKING HERE**.

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For the month of February, simply send the correct answers for our daily questions to abudhabicomp@traveldaily.com.au and this fascinating Arabian holiday for two could be yours.

Q15. In which month traditionally does the F1 Etihad Airways Abu Dhabi Grand Prix take place?

Hint - Visit www.visitabudhabi.ae

The deadline for all answers is 5.00pm Thursday 28th February, 2013.
Click here for full terms & conditions and to view all questions.

<p><i>Travel Daily</i> is Australia's leading travel industry publication. Produced each weekday since 1994, the newsletter is first with the latest industry news and is available by paid subscription to people within the travel industry. Sign up for a free 14 day trial subscription at www.traveldaily.com.au.</p> <p>PO Box 1010, Epping, NSW 1710 Phone: 1300 799 220 Fax: 1300 799 221</p> <p style="font-size: x-small;"><i>Travel Daily</i> is a publication of TDaily Pty Ltd ABN 34 108 508 765. All content fully protected by copyright. Please obtain written permission to reproduce any material. While every care has been taken in the preparation of <i>Travel Daily</i> no liability can be accepted for errors or omissions. Information is published in good faith to stimulate independent investigation of the matters canvassed. Responsibility for editorial comment is taken by Bruce Piper.</p>	<p>Publisher/Managing Editor: Bruce Piper Editor: Guy Dundas Assistant Editor: Matt Lennon Contributors: Chantel Housler, Jenny Piper and Barry Matheson Email: info@traveldaily.com.au</p> <p>Travel Daily Group:</p>	<p>Advertising and Marketing: Christie-Lee Lachance, Lisa Martin and Magda Herdzik Email: advertising@traveldaily.com.au Business Manager: Jenny Piper Email: accounts@traveldaily.com.au</p>
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HOT ROLES OF THE WEEK

Team Leader/Operations Manager, Corporate Travel, SYD

- ✓ Award winning team of professionals
- ✓ Fast paced and fast growing business
- ✓ Executive salary
- ✓ Excellent career progression opportunity

Contact Sally Frape on 02 9231 6444
or email sally@tmsap.com

Cruise Team Leader/Operations Manager, SYD

- ✓ Leading travel company
- ✓ Executive salary
- ✓ Strategic role on management team
- ✓ Thriving business with dynamic team

Contact Ainslie Hunt on 02 9231 6444
or email ainslie@tmsap.com

Corporate Business Development Manager, SYD x 3

- ✓ Strategic sales / hunters required
- ✓ Strong B2B sales
- ✓ Have a proven track record
- ✓ Excellent career progression opportunities

Contact Sally Frape on 02 9231 6444
or email sally@tmsap.com

Strategic Client Manager, VIC

- ✓ Manage 2 large market clients
- ✓ Implement strategies for corporate clients
- ✓ Excellent Executive Remuneration
- ✓ Great career growth opportunities

Contact Ainslie Hunt on 02 9231 6444
or email ainslie@tmsap.com

Leisure Business Development Manager, SYD

- ✓ Varied International product
- ✓ Strong on road sales role
- ✓ Career progression opportunities
- ✓ International travel involved

Contact Ainslie Hunt on 02 9231 6444
or email ainslie@tmsap.com

Online Hotel Account Manager, SYD

- ✓ Manage portfolio of hotel accounts
- ✓ Build strong relationships to maximise business
- ✓ Casual and dynamic office environment
- ✓ Career progression opportunities

Contact Sally Frape on 02 9231 6444
or email sally@tmsap.com

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CONTINUE MOVING YOUR EXECUTIVE CAREER FORWARD WITH AA

JOIN THE LARGEST RECRUITMENT TEAM EXECUTIVE RECRUITMENT CONSULANT SYDNEY – SALARY PACKAGE OTE \$80K+

Sick of dealing with client complaints? Tired of looking after staff? Here's a chance to use your client management skills in a whole new direction! Join the AA Team and enjoy the variety and challenge this role will provide when you place senior managers in their next perfect role

WHAT'S IN YOUR DAY:-

- interviewing and short-listing candidates
- negotiating job offers,
- confirming placements,
- marketing including placing adverts,
- client account management and business development

WHAT'S IN IT FOR YOU:-

- an excellent salary package plus uncapped commission
 - achievable team bonuses
 - upto 25 days paid holiday leave
 - one on one training and development
 - exciting annual 5 star conferences
- Min 5 years travel exp including supervisory a must for this role!

LARGE MARKET ACCOUNT MANAGEMENT CORPORATE ACCOUNT MANAGER SYDNEY - SALARY PACKAGE \$90K PLUS BONUS

Manage a portfolio of clients with the objective of growing revenues, increasing margins and retaining the business. You need a thorough knowledge of corporate travel as well as the professional communication & negotiation skills needed to deal with people at all levels up to Executives. Move to a global brand who celebrates and rewards success and offers long term career development

DON'T LET THIS ONE SAIL ON BY TRAVEL OPERATIONS MANAGER (CRUISE/WHOLESALE) SYDNEY – SALARY PACKAGE \$100K+

This great new role is within a leading organization undergoing exciting growth. As an Ops Manager for a new division all your skills and experience will be drawn upon to shape the future of the business. You'll need experience managing growing teams, implementing procedures, budget control, good knowledge of wholesale & cruise product and have the drive to succeed with a leading company.

AFRICA ENTHUSIASTS THIS IS YOUR DAY ADVENTURE RESERVATION TEAM LEADER MELBOURNE – SALARY TO \$60K

Are you confident leading by example and being able to provide back up support for your team?

This superb company is looking for a highly skilled manager with excellent knowledge of the Africa regions to lead and motivate a team of specialist reservation consultants who are experts in their field. You will need previous leadership skills, strong people skills and a great attitude, enquire today.

YOUR OWN LITTLE BABY IN W.A. AREA SALES MANAGER

PERTH– SALARY PACKAGE to \$65k + Incentives

This fantastic new sales role has a vacancy open with your name on it. Use your ability to get out to market and sell this product to the retail agency market. You will be an experienced sales executive who has the ability to take control of the WA territory. Your friendly personality, presentation skills & creative ability is required here. Great famils, car allowance & bonuses await the perfect person.

YOUR LIFE IN EVENTS ONLY GETS BETTER HERE EVENT DIRECTOR

SYDNEY – SALARY PACKAGE OTE \$90K++

If your experience lies within conference & incentive program management and you have managed event teams, this is a rare opportunity to join an industry leader. You'll be well versed in the creation and delivery of unique, motivational and exciting events for corporate clients, including incentive groups, conferences and launches. This is the role everyone wants.

LEADERS MOVE AWAY FROM FACE TO FACE RETAIL TEAM LEADER

SYD - SALARY PACKAGE \$60K PLUS INCENTIVES

This leading international wholesale organization have a vacancy within their direct reservations team for a strong team leader to motivate and lead this team to even further success. Leading a team of 4 you will have a strong background in travel, have used a GDS system and have proven leadership skills. A great salary plus incentives will be offered plus ongoing career development.

AUSTRALIA'S MOST EXPERIENCED EXECUTIVE RECRUITMENT TEAM

Ph: 02 9231 2825 Email: executive@aaappointments.com.au

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Finding talent within the Australian Travel Industry

Wholesale Travel Consultant

Brisbane CBD - Great Salary Package - Ref 444

Passionate about travel and looking for a new challenge with a leading Wholesaler? We have the ultimate Wholesale Travel Consultant position based in Brisbane. Sell worldwide holidays to both direct customers and travel agents. You will ideally have Wholesale Travel industry experience, GDS experience and exceptional first class customer service skills. Great earning potential, recognition and rewards on offer in return for your hard work.

For more information, please call Sarah on (02) 9113 7272 or click [APPLY](#)

Multi Skilled Corporate Travel Consultants

Sydney - Up to \$65K + Super + Perks - Ref 401

Are you a Corporate Travel Consultant who feels they are not being used to their full potential? Need a new challenge with a company that rewards their staff for their hard work? Join this fast growing CTC and expect to work on some really juicy corporate accounts, in beautiful offices. This fast paced, sales driven role is not for everyone, only passionate consultants who provide 5* customer service need apply! Fantastic salary up to \$65K + perks for the right consultant!

For more information, please call Lynsey on (02) 9113 7272 or click [APPLY](#)

Corporate Business Development Manager

Melbourne - \$DOE + Super + Bonus - Ref 400

If corporate is your strength and sales is your passion, this leading company is seeking an enthusiastic Business Development Manager. Based in Melbourne, you will source new corporate accounts, build relationships and tender contracts using your outstanding sales skills and solid negotiation abilities. The ideal candidate will have worked in corporate travel; have achieved effective sales & marketing and looking for a new challenge. Call me for a confidential chat today.

For more information, please call Lisa on (02) 9113 7272 or click [APPLY](#)

Part Time Travel Consultant

S. Adelaide - \$DOE + Super+ Incentives - Ref 1025

We have the career move for you - we need an experienced Travel Consultant to join this fantastic team! If you love planning holidays, from the initial quote through to the final vouchers being posted, this is an awesome opportunity! Work in this independent travel agency located in South Adelaide. Bring your extensive experience to this rare part time position. If you have a client base and love rewards, then give me a call to discuss this amazing role today!

For more information, please call Lisa on (02) 9113 7272 or click [APPLY](#)

South Pacific Travel Consultant

Brisbane - Competitive Salary Package - Ref 388A

Do you have a passion for the South Pacific? If you want to use your expertise in selling the Pacific Islands and specialise in this niche product, then this is the role for you! You will work in a retail and wholesale environment, tailoring itineraries and offering your expert product knowledge to all of the South Pacific islands in order to secure bookings. Uncapped commission and a fun & friendly team environment are offered with this leading Queensland travel company.

For more information, please call Sarah on (02) 9113 7272 or click [APPLY](#)

Team Leader - Asia Product

Sydney - \$50K + Bonus + Educationals - Ref 1551

If you love all things Eastern - this is your dream role! Would you like to work for a boutique travel company who specialise in Indochina? Do you have Team Leader experience? This is a unique opportunity to join a fantastic travel company, specialising in amazing group & package tours around Asia. Lead a friendly team of specialist Travel Consultants in a modern office space. At least one educational a year + other bonuses + perks. Don't miss this rare opportunity!

For more information, please call Lynsey on (02) 9113 7272 or click [APPLY](#)

Travel Operations Consultant

Melbourne CBD - \$Competitive - Ref 999

Travel Administration with 'goals' in more ways than one! You will be required to be involved in a variety of travel administration duties, with a 'can do attitude'. You will have strong attention to detail and a love for sport. My client has a niche market and is looking for someone with good written and verbal communication skills but is also great on the computer with the ability to use a GDS. The ideal candidate will have at least 1 year travel industry experience.

For more information, please call Lisa on (02) 9113 7272 or click [APPLY](#)

Area Sales Manager

Perth - \$55-65K + Super+ Incentives - Ref 0436

Are you an experienced Business Development Manager looking for the next step up in your career? To this role bring your extensive past experience building and maintaining relationships and meeting & exceeding sales targets set by head office! If you love to source new business, meet clients and maintain existing relationships, this is a hands on the road sales role for you. This is a stable and reputable luxury company that is looking for great sales professional!

For more information, please call Natalie on (02) 9113 7272 or click [APPLY](#)

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(Available on Apple & Android Smartphones)





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